

# GRANTEE PRODUCT SHOWCASE

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# THE ENTERPRISE CENTER

## Philadelphia, Pennsylvania

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**Della Clark**  
Chief Executive Officer





# conexión

a m é r i c a s





mission



to build a

welcoming community  
and

create opportunities  
where Latino families  
can

belong,  
CONTRIBUTE,  
and succeed











ABOUT CASA AZAFRÁN In 2012, crowing our 10th anniversary, we established Casa Azafrán, a nonprofit collaborative that's home to Conexión Américas, our vibrant culinary incubator Mesa Komal, and nine partners. Standing on Nolensville Pike, Casa Azafrán has become the iconic gateway to Nashville's International District and a symbol that celebrates the roots and possibilities of all people.



belong,  
CONTRIBUTE,  
& succeed

{business education + coaching  
+ culinary incubator}

# entrepreneurship





# *MESA KOMAL:*

Commercial Kitchen for Global Cooking

Mesa: Spanish for “table” Komal: Kurdish for “community”

## WHAT

- An affordable, licensed, shared commercial kitchen for food entrepreneurs
- A built-in community of peers and mentors
- A table, literally and figuratively, where a diverse group of Nashvillians are brought together by the call of a warm meal

## WHO

- Low- and moderate-income entrepreneurs
  - High-potential food entrepreneurs in early stages of growth
- Women and men of all races; immigrants from all over the world; native-born residents
- Food trucks, market retail, and catering businesses

## WHY

- Entrepreneurship offers immigrants a path toward economic mobility building upon the rich cooking traditions of their home countries
- Access to an affordable licensed kitchen is one of the greatest barriers for scalability and success for food entrepreneurs of all kinds and stages of business development.



Mesa: Spanish for "table"  
 Komal: Kurdish for "community"  
 Comal: Spanish for "griddle"

# SNAPCHAT OF ECONOMIC IMPACT SINCE OPENING OF CASA AZAFRÁN

(01/01/13 - 03/03/16)

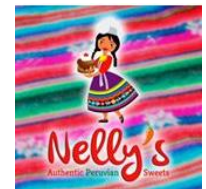
	Businesses Created	Businesses Expanded	Jobs Created
Mesa Komal Culinary Incubator	19	11	62
Other Businesses (non-food)	19	8	55
Nonprofit Sector (Casa Azafrán partners)	1	5	32
Total	39	24	149



# Product SHOWCASE



Feed your body. Nourish your soul.





## **BEST NEW RESOURCE FOR CULINARY STARTUPS: MESA KOMAL, CASA AZAFRÁN**

Located inside Conexión Américas' gleaming global community center, Casa Azafrán Mesa Komal is a gorgeous commercial kitchen available for catering, cooking classes, and other food-related enterprises. A busy community calendar includes canning workshops, pop-up brunches and supper clubs celebrating international culture, and budding immigrant entrepreneurs can find resources similar to those bringing such hopeful results at the Nashville Farmers' Market. **CARRINGTON FOX**





MOIST  
FLUFFY  
TEXTURE

BUTTERY  
CRUNCHY  
CRUST

MELT IN  
YOUR MOUTH  
FLAVOR



*Just add beer.*

daddy bob's  
small batch  
PIMENTO CHEESE





*Hummus Chick*™  
Feed your body. Nourish your soul.







A FULL

FAMILY  
OF FLAVORS



VIEW THEM ALL





GRACIAS!





# VENTURES

## Seattle, WA

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**Kellie Kinzel**

Data and Evaluation Manager

Demo of:

<http://venturesnonprofit.org/our-businesses/>





Inna kinney  
Founder and CEO, **ECDI**

Steve Fireman  
President and  
General Counsel, **ECDI**

# Michelle Allen, MMELO



- Received an initial \$25,000 from ECDI to open a holiday retail pop-up.
- After a very successful pop-up MMELO decided to open a brick & mortar location in the Arts District of Columbus, Ohio. (December 2016)
- Michelle has secured an additional \$35,000 to help with the build and inventory for the new location.

“I wouldn’t be in the position I am right now to take a permanent space had I not formed this relationship. It wouldn’t have happened. The advice and access to a great commercial kitchen at a time of critical need, it was a no-brainer to come to The Food Fort. I would have figured out how to get MMELO started but the fact that I am where I am at now, only five months into my business, is directly related to my relationship with ECDI and The Food Fort.”





- Gutierrez joined the ECDI family in 2012, utilizing the Food Fort, to grow her food truck business.
- She took advantage of many services provided by ECDI, becoming one of Columbus' most popular food trucks.
- Cash flow was one of the biggest issues Gutierrez faced due to the rapid expansion of her business. With her loan secured through ECDI, she was able to better manage her finances, allowing her to expand her business "without the worry."
- With continued support through ECDI's lending services, she successfully expanded her business to the North Market, attracting new customers on a daily basis.

"I was able to successfully expand my business, utilizing ECDI lending to increase my cash flow so I could not only support our brand new location, but also support our food truck commitments, without worrying about where I was going to find the cash initially."

# Amy Noltemeyer, Growlers



- By utilizing ECDI's Food Fort, Growlers Dog Bones constructs a working environment that emphasizes “meaningful activities” for its clients — tasks that can be finished within three to four hours, from start to finish.
- Growlers Dog Bones currently employs nine bakers, while meeting the needs of disabled adults looking for employment through their workplace skill-development program.



Growlers Dog Bones provides disabled adults with viable employment and vocational opportunities by creating dog bones made from spent grains donated by Columbus-based breweries.

“Serving man and man’s best friend.”



# Chris Crader, Grow Restaurants



- Through \$800,000 provided by the Office of Community Services (U.S Department of Health and Human Services), ECDI will make an equity investment in Crader's Grow Restaurants Corporation (GRC).
- Since ECDI's first investment, Crader has opened 5 restaurants and a cocktail lounge in the Columbus Area.
- Newly opened Mexican concept, Cosecha, has plans to celebrate with ECDI – recognizing their important partnership.

"ECDI is truly like a small town bank operating in a large city. They are deeply invested in the community with a personal touch. They sincerely want to help entrepreneurs succeed."